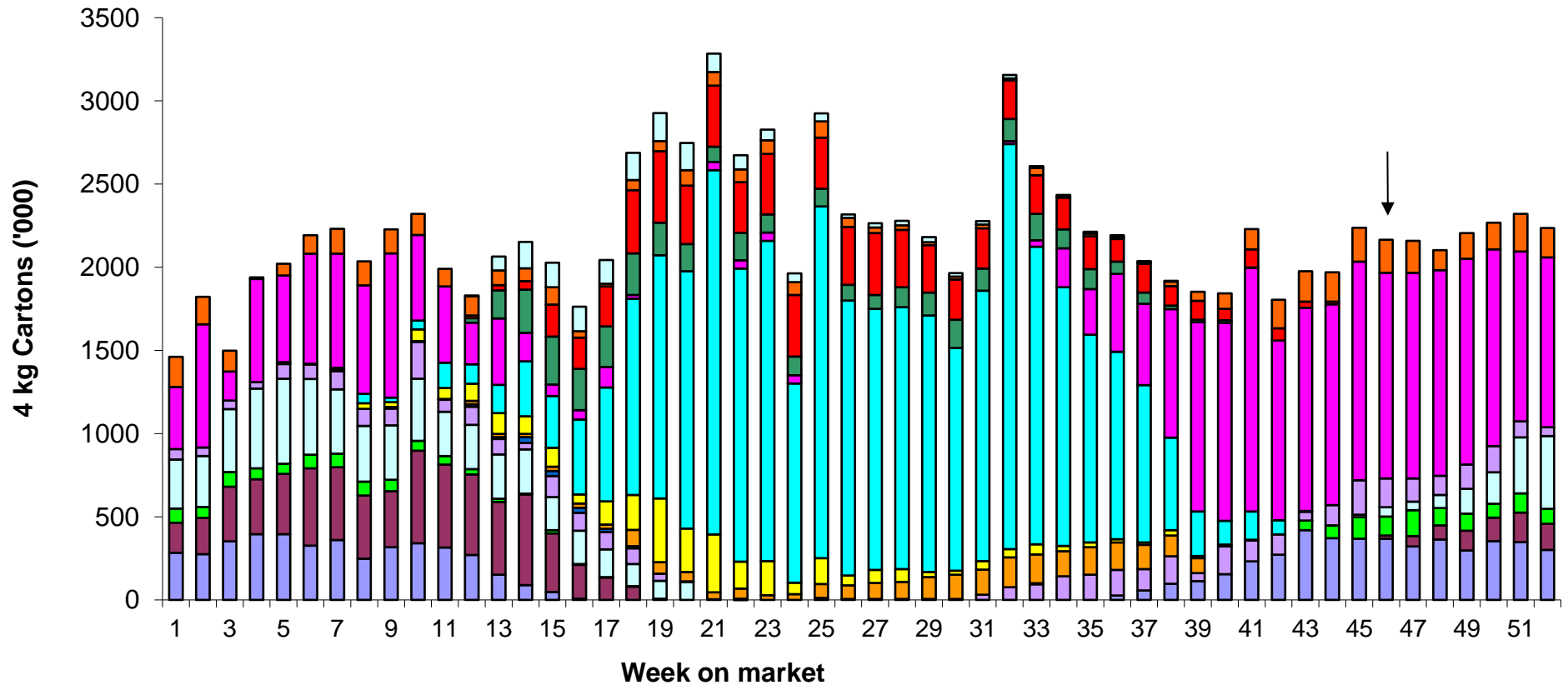


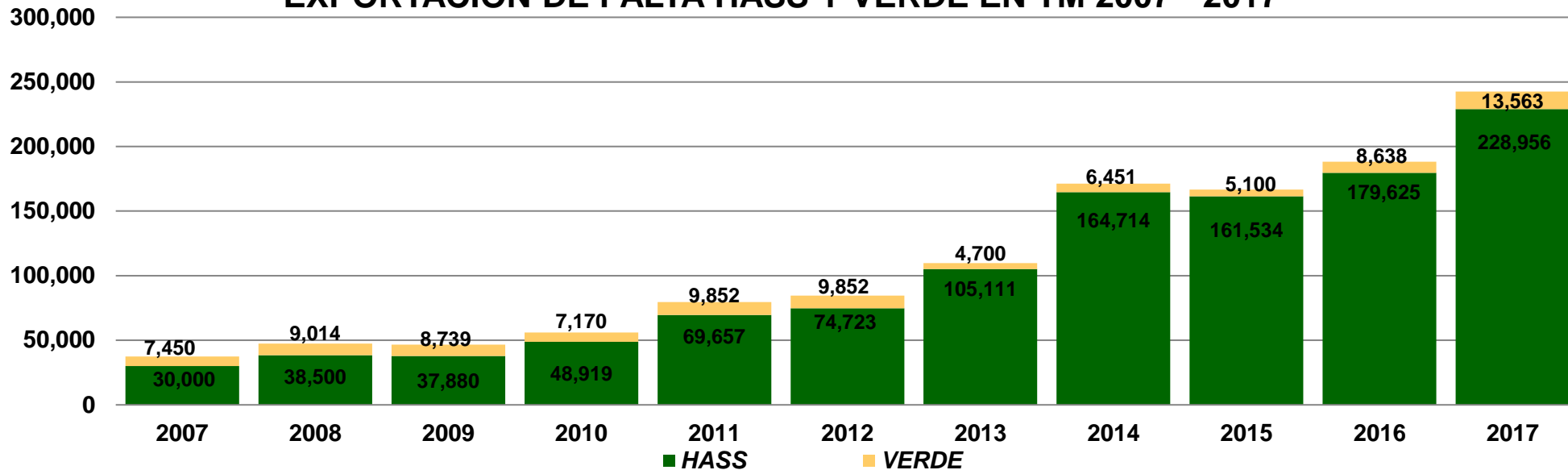
REPORTE FINAL EXPORTACIÓN DE PALTA HASS 2017

REPORTE FINAL AMAP 2017

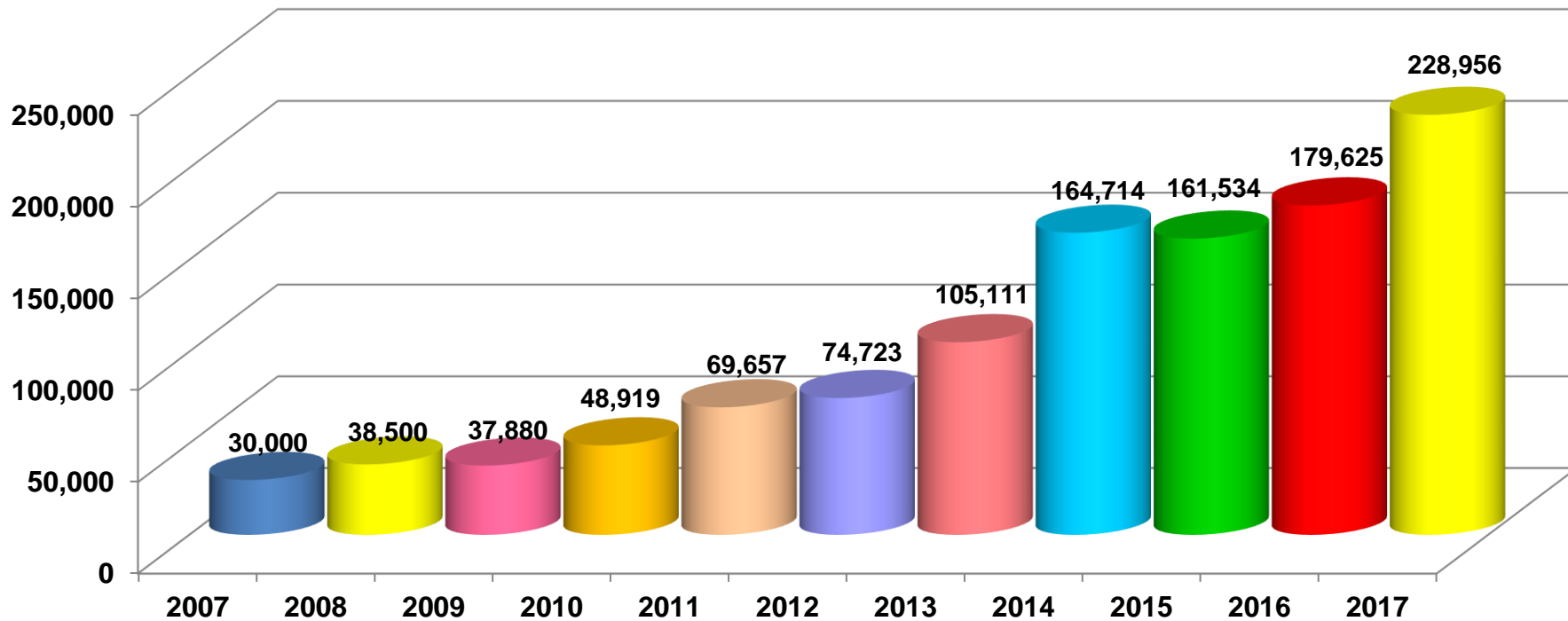


- | | | | | | |
|--------------|-------------|-----------------|----------------|--------------|-------------|
| Israel green | Israel Hass | Spain Green | Spain Hass | Mexico Green | Mexico Hass |
| Kenya Green | Kenya Hass | Argentina Green | Argentina Hass | Peru Green | Peru Hass |
| Chile Hass | RSA Green | RSA Hass | Colombia Hass | Brazil Green | Brazil Hass |

EXPORTACION DE PALTA HASS Y VERDE EN TM 2007 - 2017

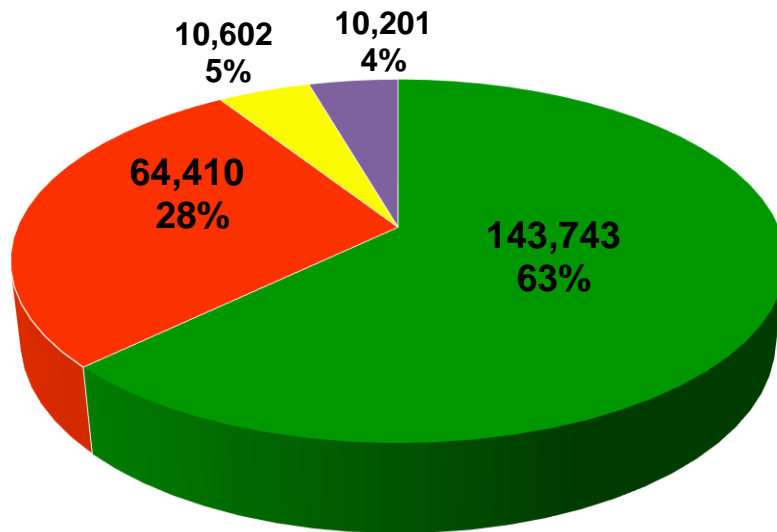


EXPORTACION DE PALTA HASS EN TM 2007- 2017



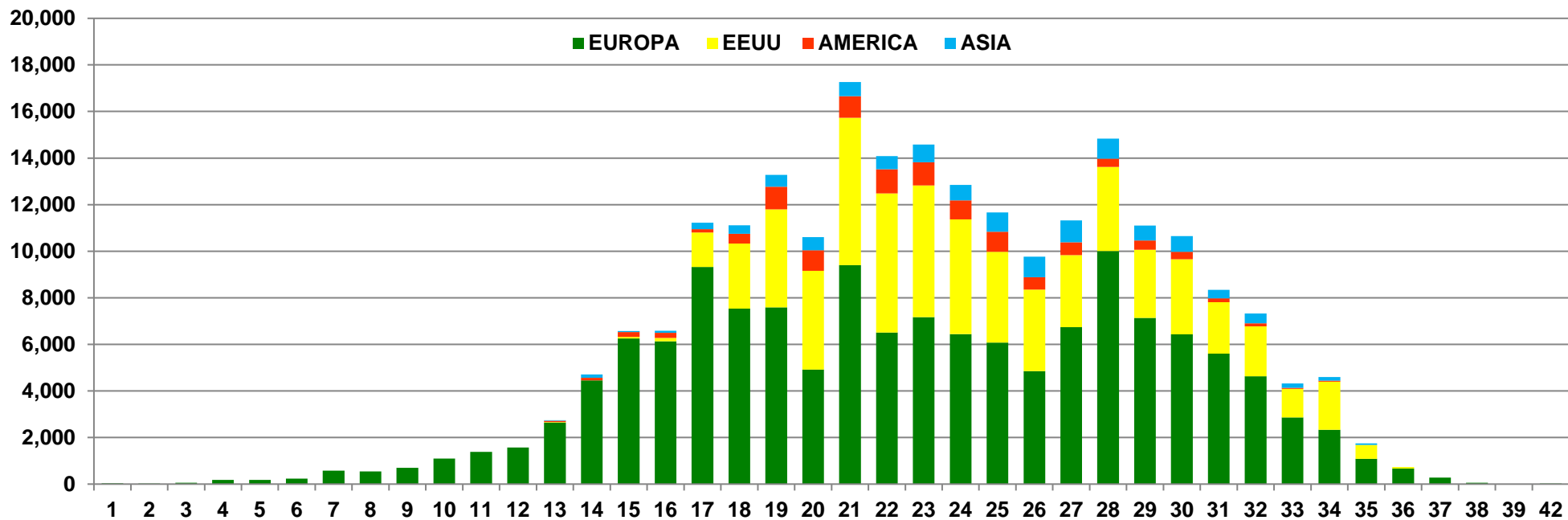
EXPORTACION PALTA HASS CAMPAÑA 2017 TM

■ EUROPA ■ EEUU ■ ASIA ■ AMERICA



EXPORTACION PALTA HASS 2017 POR SEMANA TM

■ EUROPA ■ EEUU ■ AMERICA ■ ASIA



**EXPORTACION TOTAL DE
PALTA HASS POR EMPRESA
EXPORTADORA 2017**

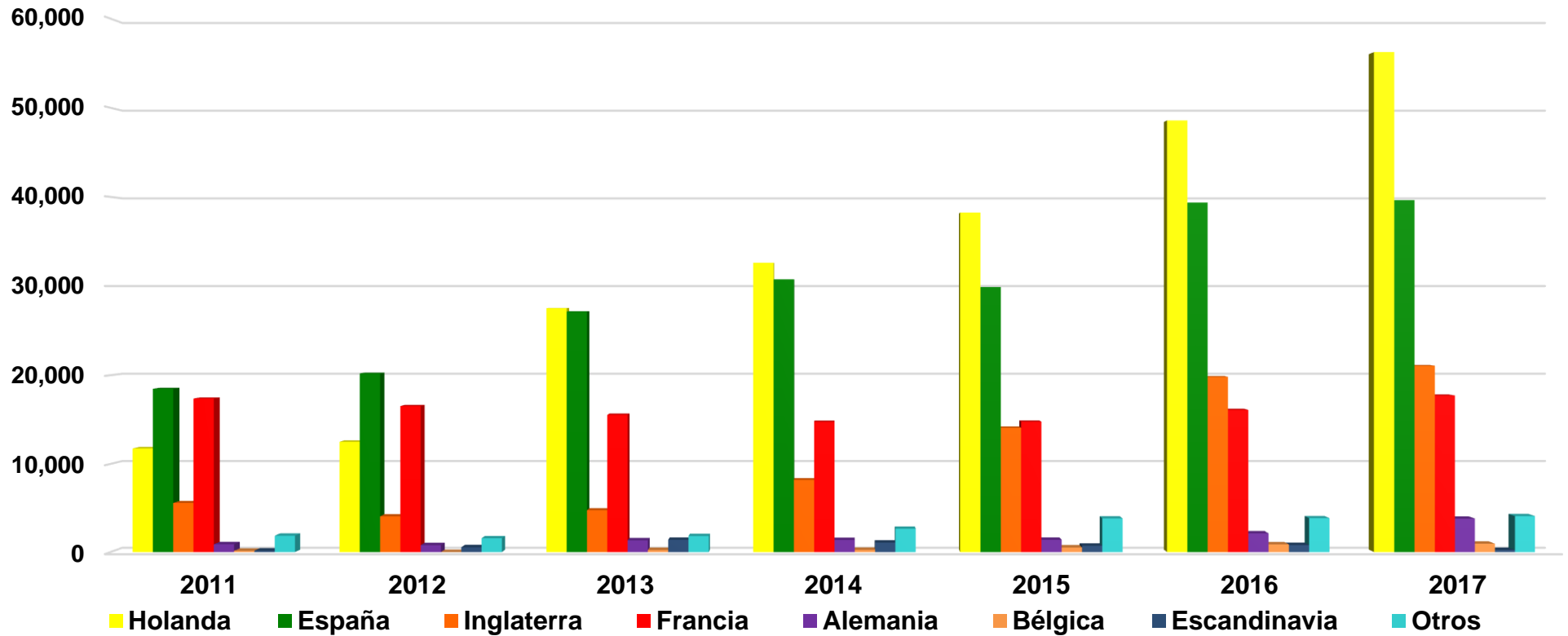
| | EMPRESA | TOTAL TM | Participación |
|----|---|-----------------|----------------------|
| 1 | CAMPOSOL | 38,498 | 16.81% |
| 2 | AVOCADO PACKING COMPANY / INVERSIONES AGRICOLAS OLMOS | 31,623 | 13.81% |
| 3 | DROKASA | 20,531 | 8.97% |
| 4 | CONSORCIO DE PRODUCTORES DE FRUTA | 12,705 | 5.55% |
| 5 | CAMET TRADING | 11,676 | 5.10% |
| 6 | AGRICOLA CERRO PRIETO | 10,074 | 4.40% |
| 7 | VIRU S.A. | 9,755 | 4.26% |
| 8 | AGROPECUARIA SAN RAMON | 6,486 | 2.83% |
| 9 | FRUCHINCHA | 6,340 | 2.77% |
| 10 | INCAVO | 4,489 | 1.96% |
| 11 | AVO PERU | 4,205 | 1.84% |
| 12 | VERDEFLORES | 3,252 | 1.42% |
| 13 | PLANTACIONES EL SOL | 3,129 | 1.37% |
| 14 | AGRICOLAS LAS MARIAS | 3,078 | 1.34% |
| 15 | EUROFRESH | 2,982 | 1.30% |
| 16 | GREEN PERU | 2,978 | 1.30% |
| 17 | AGRICOLA DON RICARDO | 2,965 | 1.30% |
| 18 | AGRICOLA CHAPI | 2,734 | 1.19% |
| 19 | PROCESADORA LARAN | 2,372 | 1.04% |
| 20 | DANPER | 1,937 | 0.85% |
| 21 | SOCIEDAD AGRARIA ESTANISLAO DE CHIMU | 1,584 | 0.69% |
| 22 | AGRICOLA PAMPABAJA | 1,576 | 0.69% |
| 23 | NEGOCACER / NEGOCIACIONES CACERES | 1,500 | 0.66% |
| 24 | GREENLAD | 1,355 | 0.59% |
| 25 | AGRICOLA BGS SAC | 1,309 | 0.57% |
| 26 | COMPLEJO AGROINDUSTRIAL BETA | 1,195 | 0.52% |
| 27 | CORPORACION AGROLATINA | 1,177 | 0.51% |
| 28 | CONSORCIO DE FRUTAS LAMBAYEQUE | 1,162 | 0.51% |
| 29 | SOCIEDAD AGRICOLA ARONA | 803 | 0.35% |
| 30 | SOCIEDAD AGRICOLA SATURNO | 591 | 0.26% |
| 31 | ECOSAC | 549 | 0.24% |
| 32 | PROCESADORA TORREBLANCA | 539 | 0.24% |
| 33 | SIEMBRA ALTA | 509 | 0.22% |
| 34 | EL PARQUE - AGRO KARU | 338 | 0.15% |
| 35 | AGROINCA PPX | 297 | 0.13% |
| 36 | DOMINUS | 296 | 0.13% |
| 37 | OTROS EXPORTADORES | 32,367 | 14.14% |
| | | 228,956 | 100.00% |

| COMPARACION HASS DEL 2015 AL 2017 | | | | COMPARACION HASS DEL 2015 AL 2017 | | | | COMPARACION HASS DEL 2015 AL 2017 | | | | COMPARACION HASS DEL 2015 AL 2017 | | | | COMPARACION HASS DEL 2015 AL 2017 | | | | COMPARACION HASS DEL 2015 AL 2017 | | | |
|-----------------------------------|--------------------|--------------------|--------------------|-----------------------------------|--------------------|--------------------|--------------------|-----------------------------------|--------------------|-------------------|--------------------|-----------------------------------|------------------|---------------------|-------------------|-----------------------------------|-------------------|-------------------|------------------|--------------------------------------|------------------|------------------|-------------------|
| TOTAL EUROPA, ASIA Y AMERICA | | | | TOTAL EUROPA | | | | TOTAL ESTADOS UNIDOS | | | | TOTAL ASIA | | | | Total CHILE | | | | CANADA,COSTA RICA, ARGENTINA Y OTROS | | | |
| Semana | 2015 | 2016 | 2017 | Semana | 2015 | 2016 | 2017 | Semana | 2015 | 2016 | 2017 | Semana | 2015 | 2016 | 2017 | Semana | 2015 | 2016 | 2017 | Semana | 2015 | 2016 | 2017 |
| 1 | 0.00 | 2.00 | 1.50 | 1 | 0.00 | 2.00 | 1.50 | 1 | 0.00 | 0.00 | 0.00 | 1 | 0.00 | 0.00 | 0.00 | 1 | 0.00 | 0.00 | 0.00 | 1 | 0.00 | 0.00 | 0.00 |
| 2 | 0.00 | 3.50 | 1.00 | 2 | 0.00 | 3.50 | 1.00 | 2 | 0.00 | 0.00 | 0.00 | 2 | 0.00 | 0.00 | 0.00 | 2 | 0.00 | 0.00 | 0.00 | 2 | 0.00 | 0.00 | 0.00 |
| 3 | 0.00 | 5.00 | 3.00 | 3 | 0.00 | 5.00 | 3.00 | 3 | 0.00 | 0.00 | 0.00 | 3 | 0.00 | 0.00 | 0.00 | 3 | 0.00 | 0.00 | 0.00 | 3 | 0.00 | 0.00 | 0.00 |
| 4 | 2.31 | 10.00 | 8.50 | 4 | 2.31 | 10.00 | 8.50 | 4 | 0.00 | 0.00 | 0.00 | 4 | 0.00 | 0.00 | 0.00 | 4 | 0.00 | 0.00 | 0.00 | 4 | 0.00 | 0.00 | 0.00 |
| 5 | 4.22 | 14.50 | 8.50 | 5 | 4.22 | 14.50 | 8.50 | 5 | 0.00 | 0.00 | 0.00 | 5 | 0.00 | 0.00 | 0.00 | 5 | 0.00 | 0.00 | 0.00 | 5 | 0.00 | 0.00 | 0.00 |
| 6 | 6.42 | 18.00 | 11.00 | 6 | 6.42 | 18.00 | 11.00 | 6 | 0.00 | 0.00 | 0.00 | 6 | 0.00 | 0.00 | 0.00 | 6 | 0.00 | 0.00 | 0.00 | 6 | 0.00 | 0.00 | 0.00 |
| 7 | 12.36 | 20.15 | 27.50 | 7 | 12.36 | 20.15 | 27.50 | 7 | 0.00 | 0.00 | 0.00 | 7 | 0.00 | 0.00 | 0.00 | 7 | 0.00 | 0.00 | 0.00 | 7 | 0.00 | 0.00 | 0.00 |
| 8 | 15.97 | 35.40 | 26.00 | 8 | 15.97 | 35.40 | 26.00 | 8 | 0.00 | 0.00 | 0.00 | 8 | 0.00 | 0.00 | 0.00 | 8 | 0.00 | 0.00 | 0.00 | 8 | 0.00 | 0.00 | 0.00 |
| 9 | 22.22 | 46.90 | 33.00 | 9 | 22.22 | 46.90 | 33.00 | 9 | 0.00 | 0.00 | 0.00 | 9 | 0.00 | 0.00 | 0.00 | 9 | 0.00 | 0.00 | 0.00 | 9 | 0.00 | 0.00 | 0.00 |
| 10 | 37.60 | 67.50 | 52.00 | 10 | 37.60 | 67.50 | 52.00 | 10 | 0.00 | 0.00 | 0.00 | 10 | 0.00 | 0.00 | 0.00 | 10 | 0.00 | 0.00 | 0.00 | 10 | 0.00 | 0.00 | 0.00 |
| 11 | 38.50 | 103.55 | 65.50 | 11 | 38.50 | 103.55 | 65.50 | 11 | 0.00 | 0.00 | 0.00 | 11 | 0.00 | 0.00 | 0.00 | 11 | 0.00 | 0.00 | 0.00 | 11 | 0.00 | 0.00 | 0.00 |
| 12 | 69.14 | 147.25 | 74.50 | 12 | 69.14 | 146.25 | 74.50 | 12 | 0.00 | 0.00 | 0.00 | 12 | 0.00 | 0.00 | 0.00 | 12 | 0.00 | 0.00 | 0.00 | 12 | 0.00 | 1.00 | 0.00 |
| 13 | 94.50 | 154.45 | 130.00 | 13 | 94.50 | 154.45 | 125.00 | 13 | 0.00 | 0.00 | 1.00 | 13 | 0.00 | 0.00 | 1.00 | 13 | 0.00 | 0.00 | 0.00 | 13 | 0.00 | 0.00 | 3.00 |
| 14 | 142.04 | 243.55 | 223.00 | 14 | 142.04 | 242.55 | 211.00 | 14 | 0.00 | 0.00 | 0.00 | 14 | 0.00 | 0.00 | 7.00 | 14 | 0.00 | 0.00 | 2.00 | 14 | 0.00 | 1.00 | 3.00 |
| 15 | 141.74 | 278.25 | 311.24 | 15 | 141.74 | 277.25 | 296.24 | 15 | 0.00 | 0.00 | 3.00 | 15 | 0.00 | 0.00 | 2.00 | 15 | 0.00 | 0.00 | 4.00 | 15 | 0.00 | 1.00 | 6.00 |
| 16 | 219.50 | 298.00 | 311.42 | 16 | 219.50 | 293.00 | 290.20 | 16 | 0.00 | 0.00 | 7.00 | 16 | 0.00 | 1.00 | 4.00 | 16 | 0.00 | 0.00 | 2.00 | 16 | 0.00 | 4.00 | 8.22 |
| 17 | 263.00 | 317.50 | 530.29 | 17 | 255.00 | 302.50 | 441.29 | 17 | 2.00 | 0.00 | 69.00 | 17 | 1.00 | 2.00 | 13.00 | 17 | 4.00 | 2.00 | 1.00 | 17 | 1.00 | 11.00 | 6.00 |
| 18 | 286.76 | 342.00 | 523.83 | 18 | 251.76 | 297.00 | 356.84 | 18 | 25.00 | 22.00 | 130.00 | 18 | 2.00 | 4.00 | 16.99 | 18 | 6.00 | 2.00 | 3.00 | 18 | 2.00 | 17.00 | 17.00 |
| 19 | 362.00 | 382.50 | 625.00 | 19 | 283.00 | 326.50 | 359.21 | 19 | 66.00 | 31.00 | 196.00 | 19 | 1.00 | 2.00 | 24.00 | 19 | 12.00 | 3.00 | 21.00 | 19 | 0.00 | 22.00 | 24.79 |
| 20 | 355.00 | 468.20 | 498.57 | 20 | 235.00 | 353.20 | 233.00 | 20 | 99.00 | 75.00 | 197.00 | 20 | 3.00 | 11.00 | 26.57 | 20 | 14.00 | 7.00 | 24.00 | 20 | 4.00 | 22.00 | 18.00 |
| 21 | 407.00 | 465.45 | 812.30 | 21 | 263.00 | 326.45 | 445.30 | 21 | 115.00 | 89.00 | 294.00 | 21 | 2.00 | 12.00 | 29.00 | 21 | 20.00 | 17.00 | 15.00 | 21 | 7.00 | 21.00 | 29.00 |
| 22 | 479.00 | 486.50 | 662.00 | 22 | 261.00 | 312.50 | 308.00 | 22 | 175.00 | 121.00 | 278.00 | 22 | 1.00 | 12.00 | 27.00 | 22 | 30.00 | 20.00 | 30.00 | 22 | 12.00 | 21.00 | 19.00 |
| 23 | 523.00 | 501.90 | 685.43 | 23 | 247.00 | 301.00 | 339.50 | 23 | 212.00 | 131.90 | 263.00 | 23 | 0.00 | 16.00 | 35.93 | 23 | 46.00 | 36.00 | 27.00 | 23 | 18.00 | 17.00 | 20.00 |
| 24 | 446.00 | 530.00 | 604.02 | 24 | 192.00 | 310.00 | 305.02 | 24 | 203.00 | 140.00 | 229.00 | 24 | 2.00 | 23.00 | 31.00 | 24 | 35.00 | 50.00 | 18.00 | 24 | 14.00 | 7.00 | 21.00 |
| 25 | 451.50 | 463.00 | 549.00 | 25 | 200.50 | 253.00 | 288.00 | 25 | 203.00 | 133.00 | 181.00 | 25 | 3.00 | 21.00 | 39.00 | 25 | 35.00 | 46.00 | 22.00 | 25 | 10.00 | 10.00 | 19.00 |
| 26 | 383.00 | 528.00 | 459.69 | 26 | 157.00 | 305.00 | 229.50 | 26 | 186.00 | 154.00 | 163.00 | 26 | 1.00 | 30.00 | 42.19 | 26 | 24.00 | 34.00 | 14.00 | 26 | 15.00 | 5.00 | 11.00 |
| 27 | 367.00 | 429.40 | 533.48 | 27 | 163.00 | 241.50 | 319.00 | 27 | 169.00 | 136.90 | 144.00 | 27 | 3.00 | 21.00 | 44.48 | 27 | 20.00 | 27.00 | 10.00 | 27 | 12.00 | 3.00 | 16.00 |
| 28 | 384.50 | 439.40 | 699.45 | 28 | 180.00 | 263.50 | 473.73 | 28 | 180.50 | 129.90 | 168.00 | 28 | 4.00 | 23.00 | 40.72 | 28 | 10.00 | 20.00 | 4.00 | 28 | 10.00 | 3.00 | 13.00 |
| 29 | 390.50 | 358.50 | 523.00 | 29 | 197.50 | 218.50 | 338.00 | 29 | 170.00 | 104.00 | 136.00 | 29 | 1.00 | 21.00 | 30.00 | 29 | 9.00 | 11.00 | 3.00 | 29 | 13.00 | 4.00 | 16.00 |
| 30 | 358.00 | 325.00 | 501.62 | 30 | 191.50 | 208.00 | 304.50 | 30 | 153.50 | 90.00 | 150.00 | 30 | 1.00 | 18.00 | 32.12 | 30 | 5.00 | 5.00 | 1.00 | 30 | 7.00 | 4.00 | 14.00 |
| 31 | 310.00 | 199.00 | 393.07 | 31 | 188.50 | 138.00 | 265.07 | 31 | 109.50 | 43.00 | 103.00 | 31 | 0.00 | 12.00 | 17.00 | 31 | 6.00 | 1.00 | 2.00 | 31 | 6.00 | 5.00 | 6.00 |
| 32 | 237.50 | 232.00 | 345.00 | 32 | 159.00 | 176.00 | 219.00 | 32 | 70.50 | 47.00 | 100.00 | 32 | 0.00 | 5.00 | 20.00 | 32 | 5.00 | 1.00 | 3.00 | 32 | 3.00 | 3.00 | 3.00 |
| 33 | 235.00 | 197.00 | 203.50 | 33 | 188.00 | 149.00 | 135.50 | 33 | 38.00 | 36.00 | 57.00 | 33 | 2.00 | 6.00 | 9.00 | 33 | 3.00 | 1.00 | 0.00 | 33 | 4.00 | 5.00 | 2.00 |
| 34 | 259.00 | 174.20 | 215.75 | 34 | 223.00 | 144.20 | 110.50 | 34 | 29.00 | 23.00 | 96.25 | 34 | 3.00 | 5.00 | 7.00 | 34 | 1.00 | 1.00 | 0.00 | 34 | 3.00 | 1.00 | 2.00 |
| 35 | 86.00 | 107.50 | 82.05 | 35 | 77.00 | 90.50 | 51.50 | 35 | 5.00 | 12.00 | 27.55 | 35 | 0.00 | 1.00 | 3.00 | 35 | 1.00 | 0.00 | 0.00 | 35 | 3.00 | 4.00 | 0.00 |
| 36 | 104.00 | 41.50 | 34.60 | 36 | 88.00 | 35.50 | 31.60 | 36 | 12.00 | 2.00 | 3.00 | 36 | 0.00 | 0.00 | 0.00 | 36 | 0.00 | 0.00 | 0.00 | 36 | 4.00 | 4.00 | 0.00 |
| 37 | 53.00 | 34.00 | 13.00 | 37 | 42.00 | 28.00 | 13.00 | 37 | 6.00 | 1.00 | 0.00 | 37 | 0.00 | 0.00 | 0.00 | 37 | 0.00 | 0.00 | 0.00 | 37 | 5.00 | 5.00 | 0.00 |
| 38 | 30.00 | 4.00 | 3.00 | 38 | 25.00 | 4.00 | 3.00 | 38 | 1.00 | 0.00 | 0.00 | 38 | 0.00 | 0.00 | 0.00 | 38 | 0.00 | 0.00 | 0.00 | 38 | 4.00 | 0.00 | 0.00 |
| 39 | 10.00 | 2.00 | 0.50 | 39 | 7.00 | 2.00 | 0.50 | 39 | 0.00 | 0.00 | 0.00 | 39 | 0.00 | 0.00 | 0.00 | 39 | 0.00 | 0.00 | 0.00 | 39 | 3.00 | 0.00 | 0.00 |
| 40 | 7.00 | 0.00 | 0.00 | 40 | 4.00 | 0.00 | 0.00 | 40 | 0.00 | 0.00 | 0.00 | 40 | 0.00 | 0.00 | 0.00 | 40 | 0.00 | 0.00 | 0.00 | 40 | 3.00 | 0.00 | 0.00 |
| 41 | 0.00 | 0.00 | 0.00 | 41 | 0.00 | 0.00 | 0.00 | 41 | 0.00 | 0.00 | 0.00 | 41 | 0.00 | 0.00 | 0.00 | 41 | 0.00 | 0.00 | 0.00 | 41 | 0.00 | 0.00 | 0.00 |
| 42 | 14.00 | 0.00 | 1.00 | 42 | 14.00 | 0.00 | 1.00 | 42 | 0.00 | 0.00 | 0.00 | 42 | 0.00 | 0.00 | 0.00 | 42 | 0.00 | 0.00 | 0.00 | 42 | 0.00 | 0.00 | 0.00 |
| 43 | 0.00 | 1.00 | 0.00 | 43 | 0.00 | 1.00 | 0.00 | 43 | 0.00 | 0.00 | 0.00 | 43 | 0.00 | 0.00 | 0.00 | 43 | 0.00 | 0.00 | 0.00 | 43 | 0.00 | 0.00 | 0.00 |
| 44 | 0.00 | 0.00 | 0.00 | 44 | 0.00 | 0.00 | 0.00 | 44 | 0.00 | 0.00 | 0.00 | 44 | 0.00 | 0.00 | 0.00 | 44 | 0.00 | 0.00 | 0.00 | 44 | 0.00 | 0.00 | 0.00 |
| 45 | 0.00 | 0.00 | 0.00 | 45 | 0.00 | 0.00 | 0.00 | 45 | 0.00 | 0.00 | 0.00 | 45 | 0.00 | 0.00 | 0.00 | 45 | 0.00 | 0.00 | 0.00 | 45 | 0.00 | 0.00 | 0.00 |
| 46 | 0.00 | 0.00 | 0.00 | 46 | 0.00 | 0.00 | 0.00 | 46 | 0.00 | 0.00 | 0.00 | 46 | 0.00 | 0.00 | 0.00 | 46 | 0.00 | 0.00 | 0.00 | 46 | 0.00 | 0.00 | 0.00 |
| 47 | 0.00 | 0.00 | 0.00 | 47 | 0.00 | 0.00 | 0.00 | 47 | 0.00 | 0.00 | 0.00 | 47 | 0.00 | 0.00 | 0.00 | 47 | 0.00 | 0.00 | 0.00 | 47 | 0.00 | 0.00 | 0.00 |
| 48 | 0.00 | 0.00 | 0.00 | 48 | 0.00 | 0.00 | 0.00 | 48 | 0.00 | 0.00 | 0.00 | 48 | 0.00 | 0.00 | 0.00 | 48 | 0.00 | 0.00 | 0.00 | 48 | 0.00 | 0.00 | 0.00 |
| TOTAL Cont. | 7,608 | 8,478 | 10,787 | TOTAL Cont. | 4,899 | 6,227 | 6,806 | TOTAL Cont. | 2,230 | 1,522 | 2,996 | TOTAL Cont. | 30 | 246 | 502 | TOTAL Cont. | 286 | 284 | 206 | TOTAL Cont. | 163 | 199 | 277 |
| TOTAL TM | 161,534 | 179,624 | 228,956 | TOTAL TM | 103,473 | 131,511 | 143,743 | TOTAL TM | 47,945 | 32,717 | 64,410 | TOTAL TM | 634 | 5,196 | 10,602 | TOTAL TM | 6,040 | 5,998 | 4,351 | TOTAL TM | 3,443 | 4,203 | 5,850 |
| TOTAL Lb | 356,183,073 | 396,071,145 | 504,847,527 | TOTAL Lb | 228,157,510 | 289,981,914 | 316,952,617 | TOTAL Lb | 105,718,725 | 72,139,993 | 142,023,389 | TOTAL Lb | 1,397,088 | 11,456,122 | 23,377,939 | TOTAL Lb | 13,318,906 | 13,225,766 | 9,593,338 | TOTAL Lb | 7,590,845 | 9,267,350 | 12,900,245 |
| Crecim % | -1.79% | 11.43% | 27.24% | Crecim % | 11.41% | 27.10% | 9.30% | Crecim % | -26.85% | -31.76% | 96.87% | Crecim % | -48.28% | 720.00%</ | | | | | | | | | |

**EXPORTACION DE PALTA
HASS A EUROPA POR
EXPORTADOR 2017 TM**

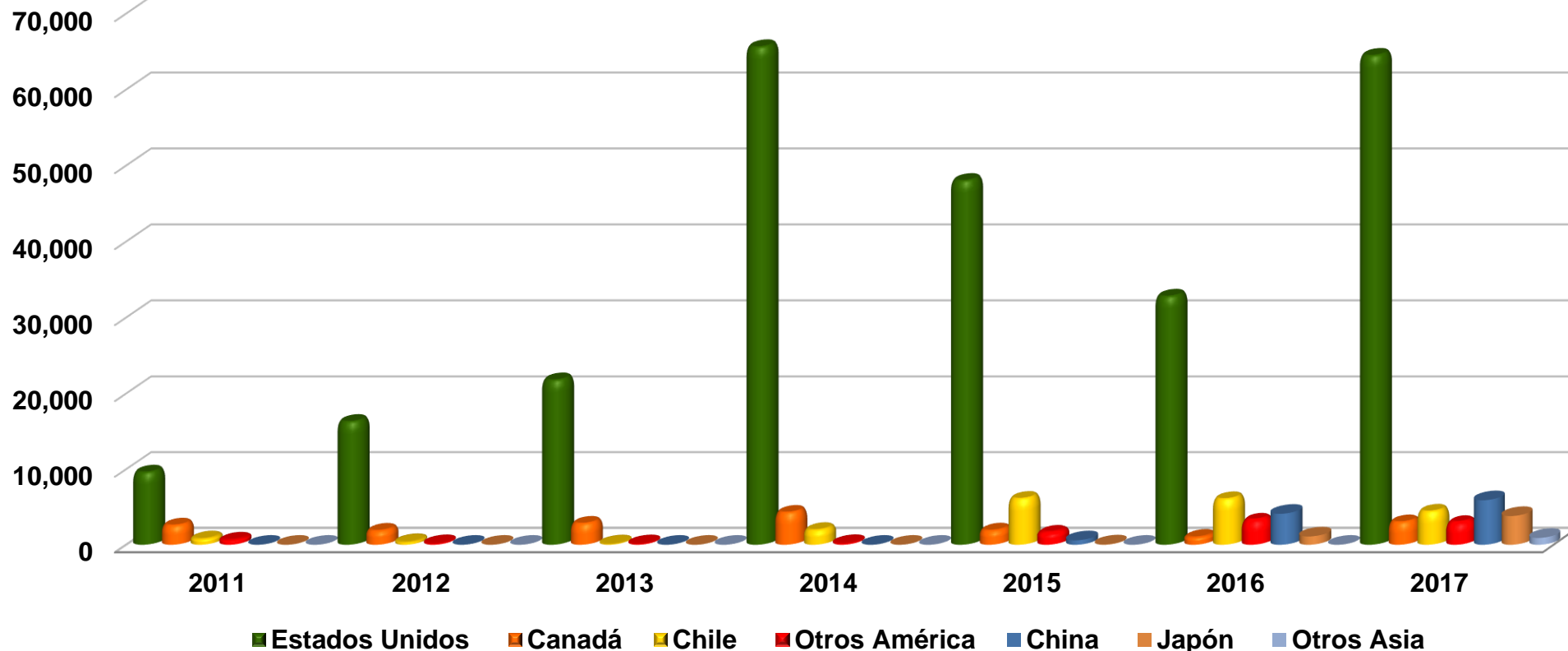
| | EMPRESA | EUROPA | Participación |
|----|---|----------------|----------------------|
| 1 | CAMPOSOL | 15,122 | 10.52% |
| 2 | DROKASA | 13,433 | 9.34% |
| 3 | AVOCADO PACKING COMPANY / INVERSIONES AGRICOLAS OLMOS | 12,016 | 8.36% |
| 4 | CAMET TRADING | 8,528 | 5.93% |
| 5 | VIRU S.A. | 8,490 | 5.91% |
| 6 | CONSORCIO DE PRODUCTORES DE FRUTA | 8,279 | 5.76% |
| 7 | AGRICOLA CERRO PRIETO | 5,618 | 3.91% |
| 8 | AGROPECUARIA SAN RAMON | 5,301 | 3.69% |
| 9 | FRUCHINCHA | 3,914 | 2.72% |
| 10 | INCAVO | 3,823 | 2.66% |
| 11 | VERDEFLORES | 3,210 | 2.23% |
| 12 | GREEN PERU | 2,978 | 2.07% |
| 13 | PLANTACIONES EL SOL | 2,872 | 2.00% |
| 14 | EUROFRESH | 2,513 | 1.75% |
| 15 | AGRICOLA DON RICARDO | 2,450 | 1.70% |
| 16 | AGRICOLA CHAPI | 1,605 | 1.12% |
| 17 | AVO PERU | 1,521 | 1.06% |
| 18 | PROCESADORA LARAN | 1,436 | 1.00% |
| 19 | SOCIEDAD AGRARIA ESTANISLAO DE CHIMU | 1,457 | 1.01% |
| 20 | NEGOCACER / NEGOCIACIONES CACERES | 1,404 | 0.98% |
| 21 | AGRICOLA BGS SAC | 1,309 | 0.91% |
| 22 | AGRICOLAS LAS MARIAS | 1,267 | 0.88% |
| 23 | CONSORCIO DE FRUTAS LAMBAYEQUE | 1,162 | 0.81% |
| 24 | COMPLEJO AGROINDUSTRIAL BETA | 1,045 | 0.73% |
| 25 | CORPORACION AGROLATINA | 1,029 | 0.72% |
| 26 | GREENLAD | 950 | 0.66% |
| 27 | AGRICOLA PAMPABAJA | 867 | 0.60% |
| 28 | SOCIEDAD AGRICOLA ARONA | 760 | 0.53% |
| 29 | DANPER | 739 | 0.51% |
| 30 | ECOSAC | 549 | 0.38% |
| 31 | PROCESADORA TORREBLANCA | 528 | 0.37% |
| 32 | SOCIEDAD AGRICOLA SATURNO | 486 | 0.34% |
| 33 | SIEMBRA ALTA | 317 | 0.22% |
| 34 | EL PARQUE - AGRO KARU | 296 | 0.21% |
| 35 | DOMINUS | 296 | 0.21% |
| 36 | AGROINCA PPX | 232 | 0.16% |
| 37 | OTROS EXPORTADORES | 25,940 | 18.05% |
| | | 143,743 | 100% |

EXPORTACION DE PALTA HASS A EUROPA POR PAIS DE DESTINO 2011 - 2017



| PAIS | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|-----------------|---------------|---------------|---------------|---------------|----------------|----------------|----------------|
| Holanda | 11,757 | 12,508 | 27,518 | 32,608 | 38,238 | 48,577 | 56,244 |
| España | 18,480 | 20,197 | 27,149 | 30,756 | 29,887 | 39,359 | 39,633 |
| Inglaterra | 5,576 | 4,057 | 4,747 | 8,183 | 14,105 | 19,816 | 21,069 |
| Francia | 17,382 | 16,539 | 15,564 | 14,774 | 14,784 | 16,108 | 17,725 |
| Alemania | 887 | 781 | 1,331 | 1,373 | 1,394 | 2,133 | 3,802 |
| Bélgica | 148 | 0 | 232 | 253 | 525 | 873 | 950 |
| Escandinavia | 169 | 549 | 1,394 | 1,077 | 718 | 796 | 232 |
| Otros | 1,859 | 1,563 | 1,816 | 2,649 | 3,822 | 3,849 | 4,088 |
| TOTAL TM | 56,257 | 56,194 | 79,750 | 91,673 | 103,473 | 131,511 | 143,743 |

EXPORTACION DE PALTA HASS A AMERICA Y ASIA POR DESTINO DEL 2011 AL 2017 - TM

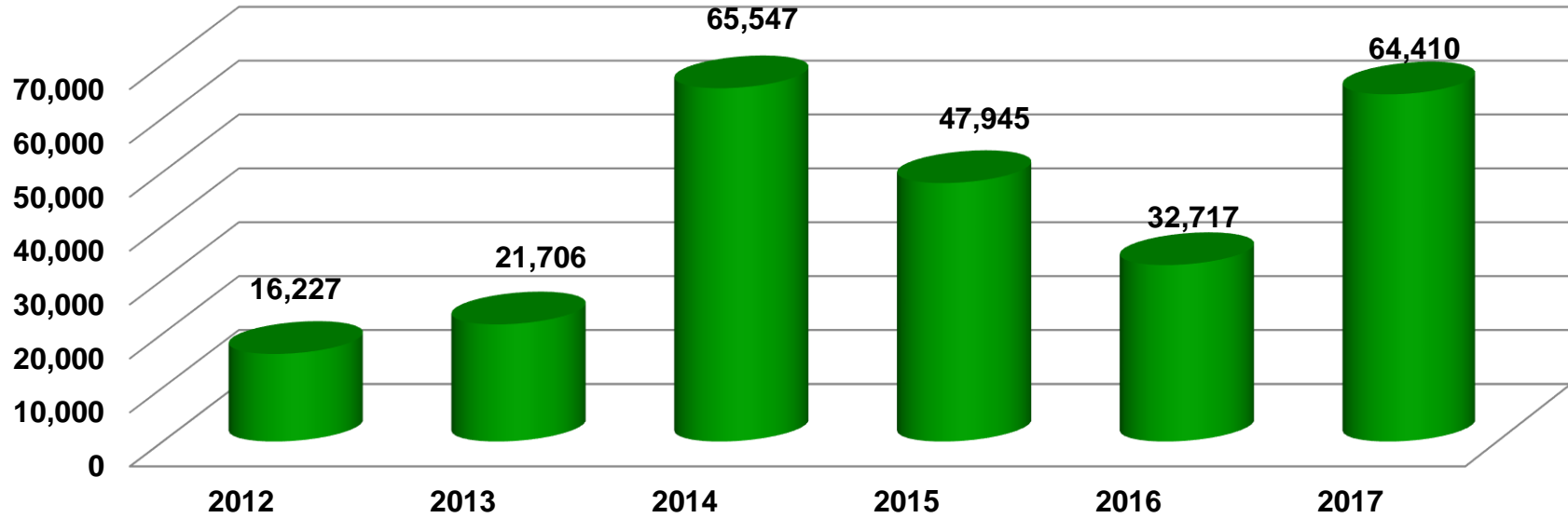


| PAIS | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|-----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Estados Unidos | 9,525 | 16,227 | 21,706 | 65,547 | 47,945 | 32,717 | 64,410 |
| Chile | 759 | 340 | 97 | 1,906 | 6,040 | 5,998 | 4,351 |
| Canadá | 2,503 | 1,813 | 2,742 | 4,200 | 1,837 | 972 | 2,936 |
| Otros América | 613 | 148 | 121 | 169 | 1,605 | 3,231 | 2,915 |
| China | 0 | 0 | 0 | 0 | 591 | 4,097 | 5,893 |
| Japón | 0 | 0 | 0 | 0 | 43 | 1,098 | 3,804 |
| Otros Asia | 0 | 0 | 0 | 0 | 0 | 0 | 905 |
| TOTAL TM | 13,401 | 18,528 | 24,666 | 71,822 | 58,061 | 48,113 | 85,214 |

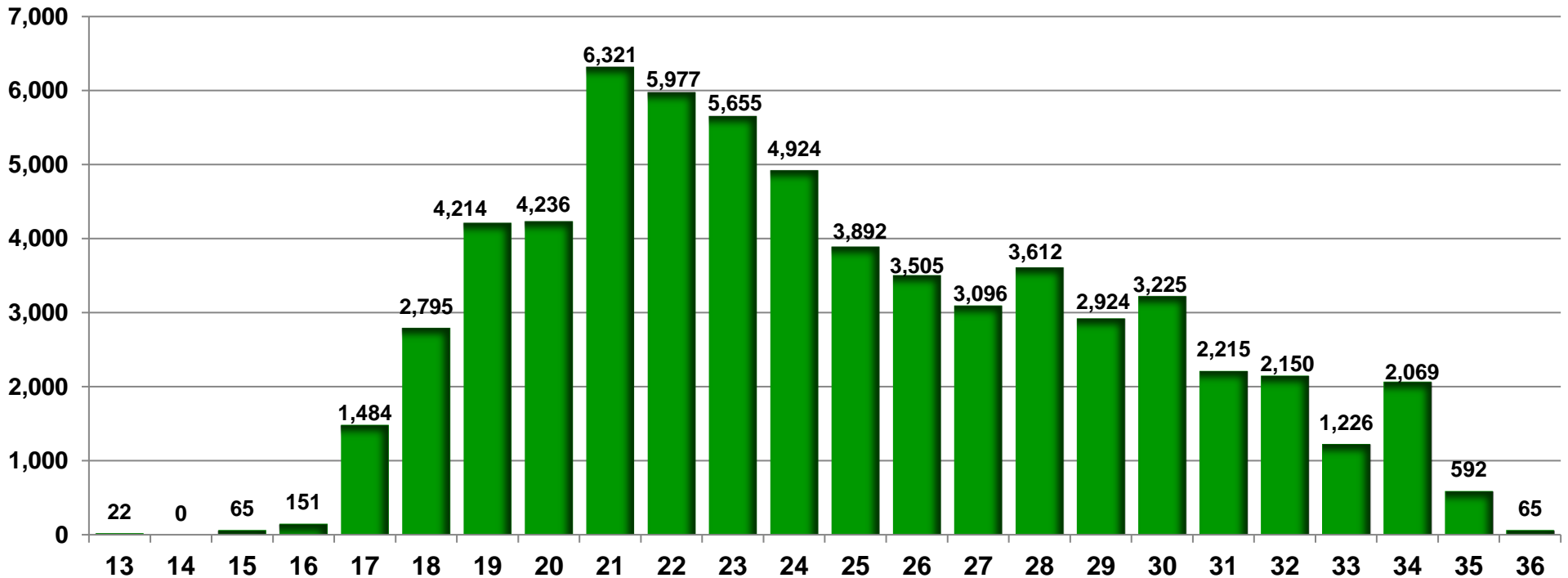
**EXPORTACION DE PALTA
HASS A ESTADOS UNIDOS
POR EXPORTADOR 2017 TM**

| | EMPRESA | EEUU | Participación |
|----|---|---------------|----------------------|
| 1 | CAMPOSOL | 20,081 | 31.18% |
| 2 | AVOCADO PACKING COMPANY / INVERSIONES AGRICOLAS OLMOS | 13,820 | 21.46% |
| 3 | DROKASA | 4,902 | 7.61% |
| 4 | CONSORCIO DE PRODUCTORES DE FRUTA | 4,236 | 6.58% |
| 5 | AGRICOLA CERRO PRIETO | 3,569 | 5.54% |
| 6 | AVO PERU | 2,537 | 3.94% |
| 7 | FRUCHINCHA | 2,258 | 3.50% |
| 8 | CAMET TRADING | 1,247 | 1.94% |
| 9 | VIRU S.A. | 1,075 | 1.67% |
| 10 | AGRICOLAS LAS MARIAS | 882 | 1.37% |
| 11 | DANPER | 839 | 1.30% |
| 12 | AGRICOLA PAMPABAJA | 710 | 1.10% |
| 13 | INCAVO | 667 | 1.03% |
| 14 | AGRICOLA CHAPI | 538 | 0.83% |
| 15 | AGRICOLA DON RICARDO | 473 | 0.73% |
| 16 | PROCESADORA LARAN | 387 | 0.60% |
| 17 | EUROFRESH | 215 | 0.33% |
| 18 | GREENLAD | 215 | 0.33% |
| 19 | PLANTACIONES EL SOL | 194 | 0.30% |
| 20 | AGROPECUARIA SAN RAMON | 108 | 0.17% |
| 21 | SIEMBRA ALTA | 108 | 0.17% |
| 22 | COMPLEJO AGROINDUSTRIAL BETA | 86 | 0.13% |
| 23 | AGROINCA PPX | 65 | 0.10% |
| 24 | EL PARQUE - AGRO KARU | 22 | 0.03% |
| 25 | OTROS EXPORTADORES | 5,182 | 8.04% |
| | | 64,410 | 100.00% |

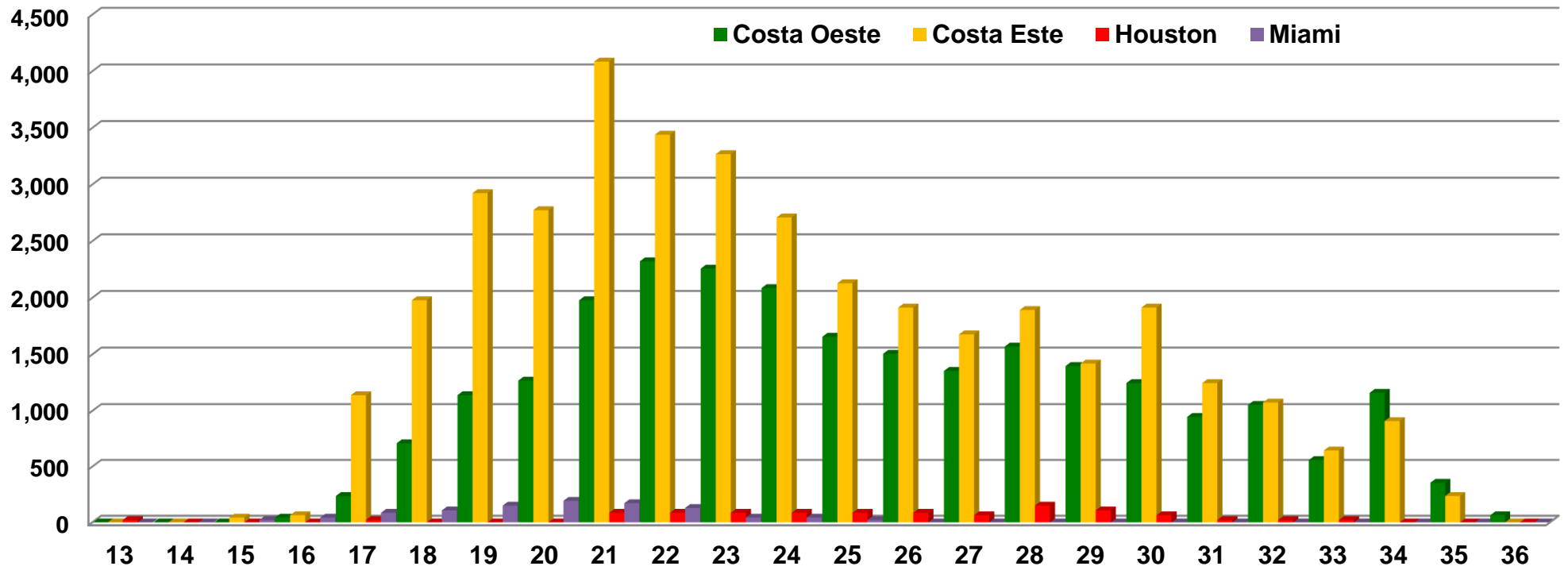
EXPORTACION DE PALTA HASS A ESTADOS UNIDOS DEL 2012 -2017 TM



EXPORTACION DE PALTA HASS A ESTADOS UNIDOS POR SEMANA 2017 TM

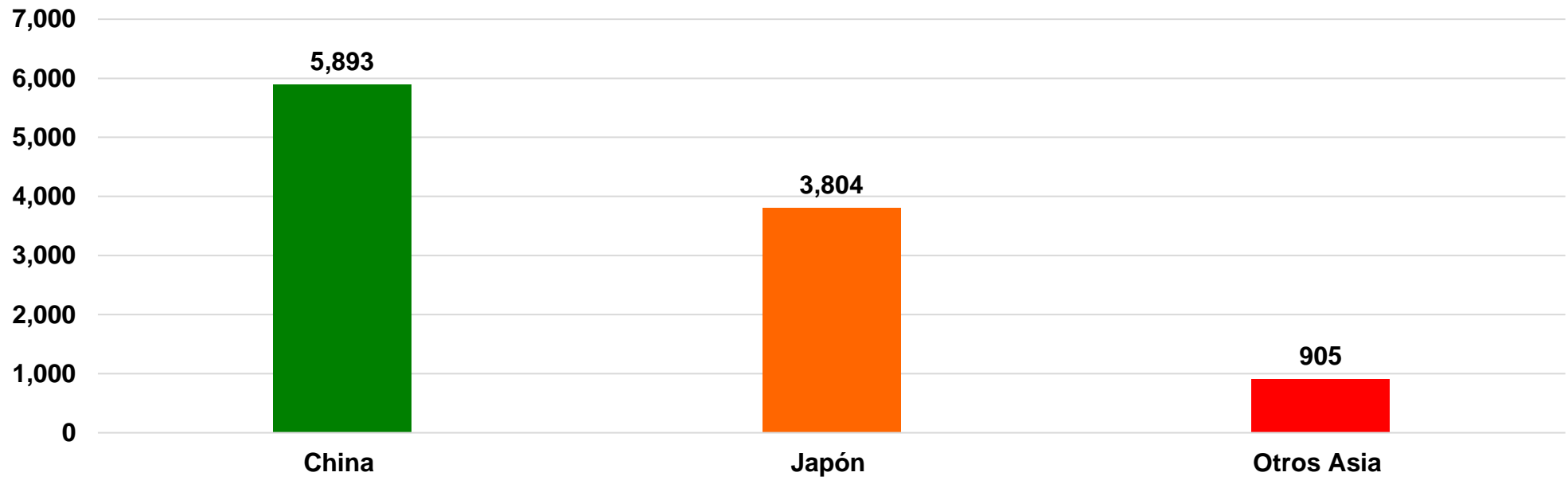


EXPORTACION DE PALTA HASS A ESTADOS UNIDOS POR SEMANA Y COSTA DE ARRIBO EN TM 2017

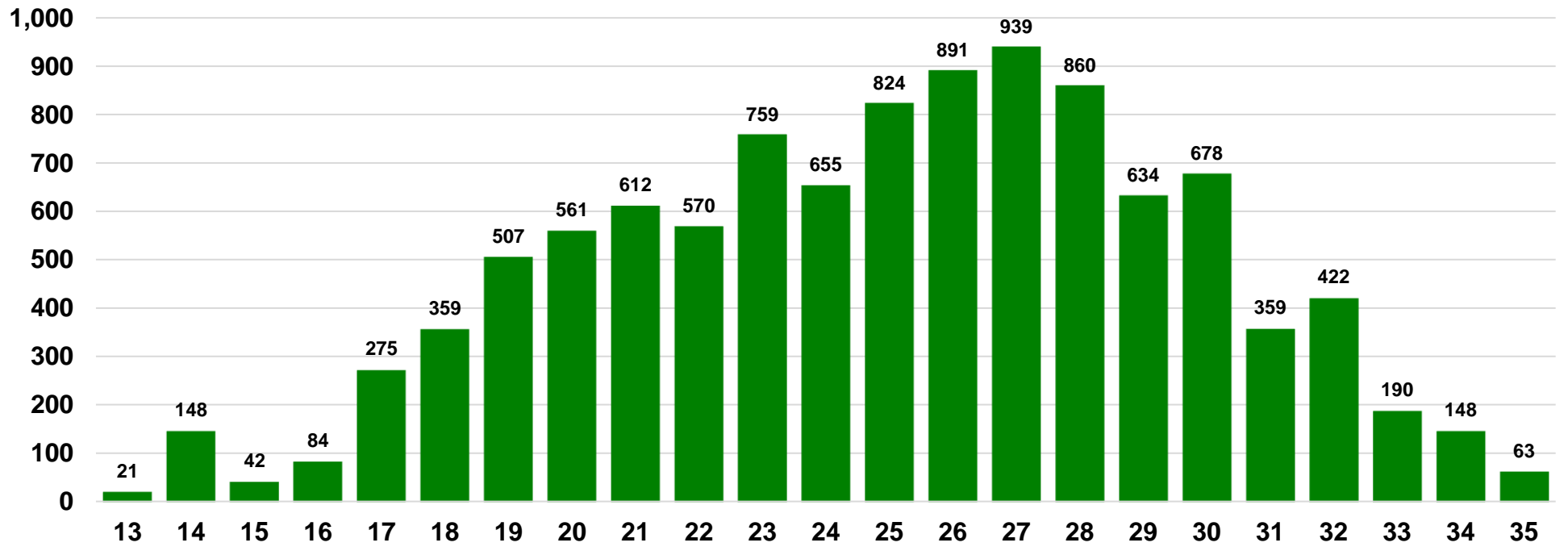


| | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 |
|--------------------|-----------|----------|-----------|------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|-----------|
| Costa Oeste | 0 | 0 | 0 | 43 | 237 | 710 | 1,140 | 1,269 | 1,978 | 2,322 | 2,258 | 2,086 | 1,656 | 1,505 | 1,355 | 1,570 | 1,398 | 1,247 | 946 | 1,054 | 559 | 1,161 | 356 | 65 |
| Costa Este | 0 | 0 | 43 | 65 | 1,140 | 1,978 | 2,924 | 2,774 | 4,085 | 3,440 | 3,268 | 2,709 | 2,129 | 1,914 | 1,677 | 1,892 | 1,419 | 1,914 | 1,247 | 1,075 | 645 | 908 | 237 | 0 |
| Houston | 22 | 0 | 0 | 0 | 22 | 0 | 0 | 0 | 86 | 86 | 86 | 86 | 86 | 86 | 65 | 151 | 108 | 65 | 22 | 22 | 22 | 0 | 0 | 0 |
| Miami | 0 | 0 | 22 | 43 | 86 | 108 | 151 | 194 | 172 | 129 | 43 | 43 | 22 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL | 22 | 0 | 65 | 151 | 1,484 | 2,795 | 4,214 | 4,236 | 6,321 | 5,977 | 5,655 | 4,924 | 3,892 | 3,505 | 3,096 | 3,612 | 2,924 | 3,225 | 2,215 | 2,150 | 1,226 | 2,069 | 592 | 65 |

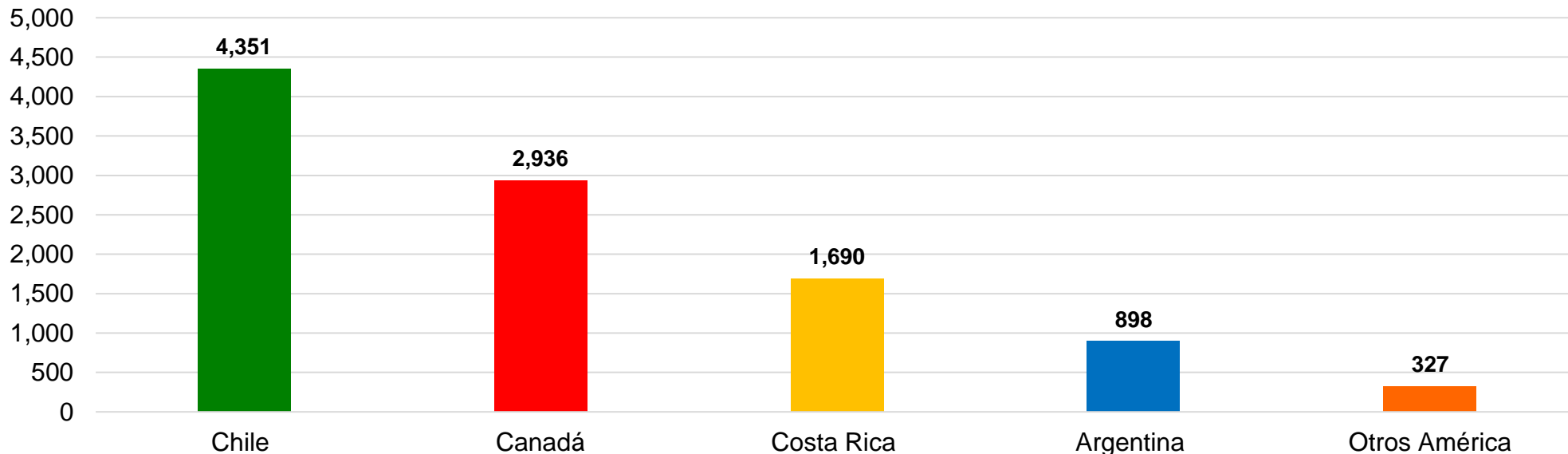
EXPORTACION DE PALTA HASS A ASIA POR PAIS DE DESTINO 2017 TM



EXPORTACION DE PALTA HASS A ASIA POR SEMANA 2017 EN TM



EXPORTACION DE PALTA HASS A AMERICA POR PAIS DE DESTINO 2017 TM (No incluye EEUU)



EXPORTACION DE PALTA HASS A AMERICA POR SEMANA 2017 TM (No incluye EEUU)

